



In a single month Tektronix Field Engineers in the United States and Canada will make more than 7500 calls on Tektronix Customers. Over one third of these calls are requested by people who have come to know and rely on the competence and readiness of these Field Engineers to provide many kinds of valuable assistance—without charge.

These men are carefully chosen and trained to have the qualifications we think you would prefer to find in people who represent Tektronix. Basically they are oscilloscope-instrumentation experts who believe, as Tektronix does, that by being concerned with your needs first, our long-term interests are best satisfied.

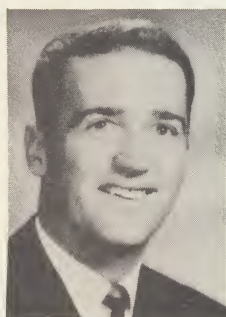
If you are not already fully acquainted with the kind of help your Tektronix Field Engineer offers, please read on

YOUR TEKTRONIX FIELD OFFICE . . . thanks you for your interest in our products and our services. We send you the enclosed literature to help keep you informed on the Tektronix product line.

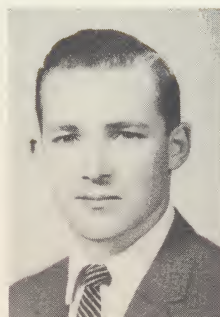
Our field office staff is ready to assist you in instrument selection, operation, application and maintenance. Take advantage of the product knowledge that our staff offers and call, write or visit us.



Vernel Champeaux
Field Engineer



Rick Kehrli
Field Engineer



Joe Polhill
Maintenance Engineer



Judith King
Field Secretary



Catherine Warren
Field Secretary



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OSCILLOSCOPE OPERATION



**Your Tektronix Field Engineer is expert
at solving operational problems**

WHAT'S THIS KNOB FOR?

When an oscilloscope is being used in some of the less exacting of its numerous applications, it may seem to be equipped with an excessive number of controls. This profusion of controls can be quickly cleared up by your Tektronix Field Engineer. By demonstrating oscilloscope use in various applications, he'll help you become more proficient, and you'll be on your way to enjoying all the usefulness that Tektronix engineered into your instrument.

POST-GRADUATE REVIEW

A few moments spent going over your oscilloscope controls and their functions with your Tektronix Field Engineer can pay off. He will be certain that you are getting the most benefit with the least effort. Next time he visits you, make sure you are operating your instrument the easy way in all your applications.

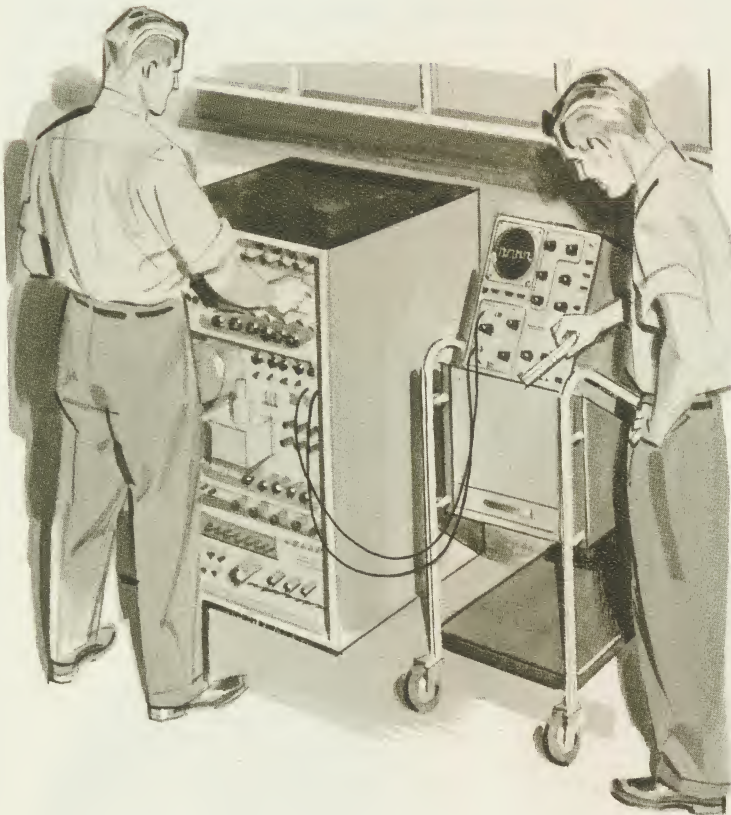


GROUP INSTRUCTION

When a Tektronix oscilloscope is to be used by several people, or when several new oscilloscopes are received at about the same time, your Tektronix Field Engineer will be happy to conduct an informal class on oscilloscope operation. Time his class for as soon after delivery as possible, and include in the group all who are to use the instrument. This insures maximum oscilloscope usefulness...right from the start.

OSCILLOSCOPE APPLICATIONS

Use the training and experience of your Tektronix Field Engineer



EVERYDAY UTILITY

Many routine checks and measurements can be performed with greater ease and more accurately with the aid of your oscilloscope. Information presented in the form of a cathode-ray-tube display is often more enlightening than a collection of inanimate figures. Discussing measurement techniques with your Tektronix Field Engineer can be profitable. He could have the very idea that will help you get better answers in less time.

SPECIFIC TASKS

When you have a job that's a little different, and you can't quite see how your oscilloscope ties into it, call your Tektronix Field Engineer. He'd like a try at saving you some time and effort. If there is a tie-in between your work and your oscilloscope, the connection is probably filed between his ears. It will very likely pop out as he becomes aware of the circumstances.

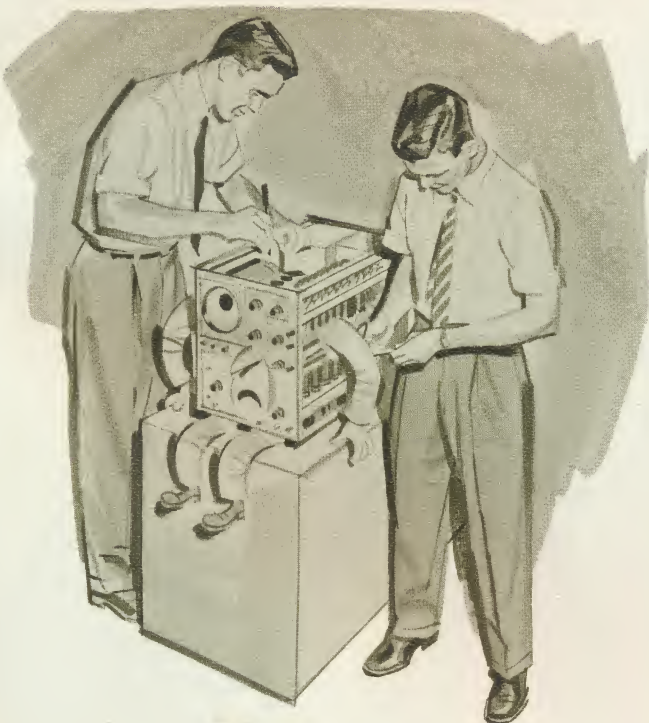
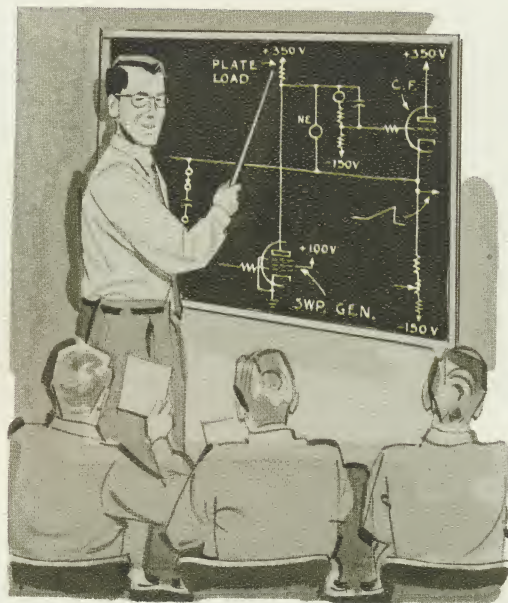


OSCILLOSCOPE MAINTENANCE

... with an assist from your Tektronix Field Engineer

MAINTENANCE INSTRUCTION

Instrument maintenance activities can benefit from the Field Engineer's thorough knowledge of Tektronix oscilloscopes. He's available by appointment to conduct informal classes on maintenance, test and calibration procedures, and trouble-shooting techniques. And he's your best source of information on modification notes, kits, improved construction techniques and circuitry. He or his secretary can hurry things in an emergency by arranging speedy shipment from the factory on those replacement parts not normally stocked in Field Offices.



THE REJUVENATION PROCESS

Reconditioning your older Tektronix oscilloscopes is practical if the reconditioned instrument will meet your performance requirements. The cost is small—in comparison to the cost of a similar new instrument.

Reconditioning oscilloscopes is the sole function of a group of highly-skilled repair station technicians. They almost completely rebuild the instrument, incorporating all feasible major modifications that improve performance and dependability, and check it out against current standards. The finished product is a clean, good-looking instrument that may perform better than when you originally purchased it. Ask your Tektronix Field Engineer about this service for Tektronix customers.

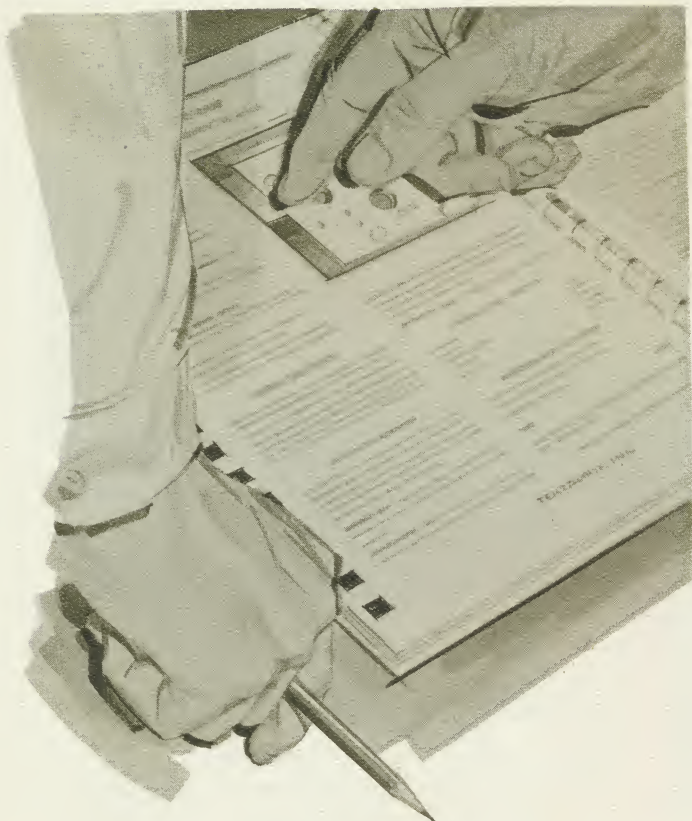
FIELD REPAIR STATIONS

Over one-half of the Tektronix Field Offices house repair stations. These repair stations are strategically located throughout the U.S. and Canada and are manned by highly-skilled, factory trained Field Maintenance Engineers.

When it is impractical for you to have a repair and maintenance section of your own, or when deemed advisable by your Tektronix Field Engineer, these repair stations are available for repairing, maintaining, modifying, and reconditioning of your Tektronix equipment.

SELECTING AN OSCILLOSCOPE

Take advantage of your Tektronix Field Engineer's product knowledge



PURCHASING DETAILS

There are many types of oscilloscopes...from the versatile general-purpose oscilloscope to the highly specialized instrument. Your Tektronix Field Engineer can help you make the best possible investment by recommending the oscilloscope best suited for your present and future needs. He will be happy to back up his recommendation with an actual demonstration of the instrument in your application. But he will not hesitate to recommend some other method of attacking the problem if it appears to meet your requirements more efficiently.

THE CORRECT TOOL

If you are a Purchasing Agent or Buyer; you need information on prices, terms, shipping estimates, warranties, replacement parts, and best method of transportation on instruments and parts. Your Tektronix Field Engineer will gladly furnish whatever information you need to help ease your work. And he won't bother you with technical specifications unless you ask for them. Incidentally, he is aware that you know what's going on in your Company, and would appreciate your showing him around.

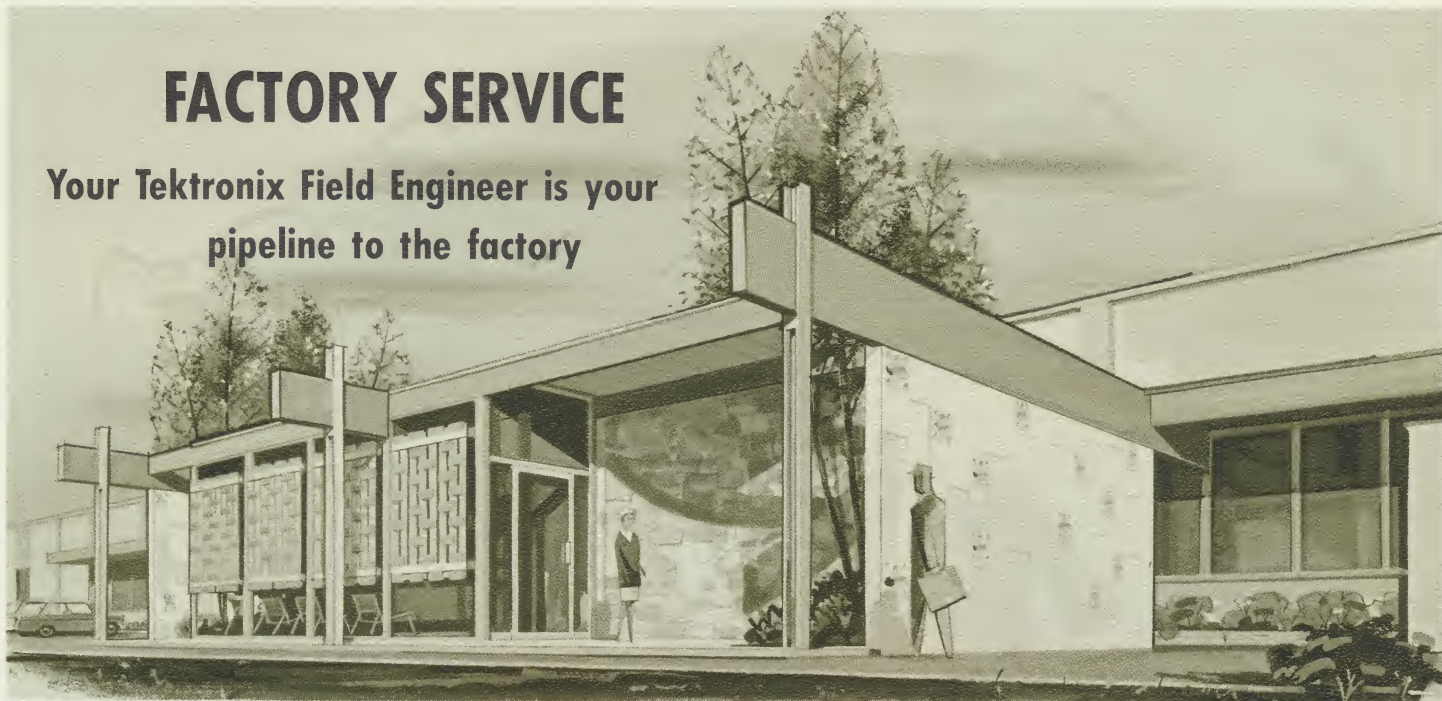


FOLLOW-UP

The value of your oscilloscope is greatest when you are able to realize its full potential. If your choice is a Tektronix oscilloscope, your Tektronix Field Engineer is available to help you achieve maximum utility. Look to him for any kind of assistance with any Tektronix Instrument...anytime.

FACTORY SERVICE

**Your Tektronix Field Engineer is your
pipeline to the factory**



GOOD CONNECTIONS

When fast service from the factory on any problem related to your Tektronix Instruments is important to you, tell your Tektronix Field Engineer. He knows the person to contact and can reach that person quickly and easily. He gets fast results. The headquarters staff knows the importance of prompt service. Your Tektronix Field Engineer can call on anyone, from the company president on down, to help with your problem.

SPECIAL SERVICES

If you are responsible for the maintenance of a large quantity of Tektronix Instruments, ask your Field Engineer about the detailed factory training course in maintenance and calibration. Many companies have sent their instrument-maintenance personnel to Beaverton for this free course, and have been pleased with the results. Your Tektronix Field Engineer will be happy to set up a factory training course for you if your company approves. He's your best source of information on this program and anything else related to Tektronix instruments.



CLOSING THOUGHT

Because there just aren't very many men with both the inclination and the special qualifications necessary in this exacting profession, your Tektronix Field Engineer is spread pretty thin. But somehow he'll manage to be on hand when you really need him. Your understanding and cooperation insures a successful, satisfying relationship with Tektronix. . . . through your Tektronix Field Engineer.





UNITED STATES FIELD ENGINEERING OFFICES

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<i>Central Pennsylvania</i>	North Central Area—contact our Endicott, New York Office South Central Area—contact our Baltimore, Maryland Office
TEXAS	• Dallas... 2600 Stemmons Freeway, Suite 162, Dallas 75207... Telex 073-2217 Telephone: (214) Melrose 1-4560 Houston... 3723 Westheimer, Suite H, Houston 77027... Telex 077-494 ... Telephone: (713) Mohawk 7-8301 Austin Area: Enterprise 3093 New Orleans, Louisiana Area: WX 3093
WASHINGTON	Seattle... 236 S.W. 153rd St., Seattle 98166... Telex 032-488 ... Telephone: (206) Cherry 3-2494 From Portland, Corvallis, Eugene (Oregon): Commerce 9369 From Pullman, Richland, Spokane, Yakima: Zenith 9369
WASHINGTON, D.C.	• Washington, D.C. ... 4205 Evergreen Lane, Annandale, Virginia 22003... Telex 089-515 Telephone: (703) 256-6700 Norfolk, Portsmouth, and Hampton, Virginia Area: Enterprise 741

• Also Service Center

Area Code Numbers are in parenthesis preceding telephone number.



Thank you . . .

We appreciate your interest in our company and hope that it will continue.

It may be of additional interest to you to learn that Tektronix offers over 125 types of oscilloscopes, X-Y indicators, amplifiers, cameras, and probes . . . including a number of signal, time-mark and pulse generators and other calibration instruments.

You can learn more about these products from local Tektronix Field Engineers, who provide application, operation, maintenance, and training assistance from convenient Field Office locations.

If you would like additional technical data, or Field Engineer consultation at this time, please fill out the enclosed reply card.

TEKTRONIX, INC.